

1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which three features are available for Outlook configuration in Application Composer? (Choose three.)

- A. Within Application Composer, you can edit the fields and sections displayed in Outlook forms.
- B. Within Application Composer, you can configure the Outlook Toolbar Ribbon.
- C. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- D. Within Application Composer, you can set up record-level event validations and configure installation settings.

Correct Answer: ACD

Reference https://cloud.oracle.com/_downloads/SaaSReadiness_Sales_WhatsNew/Oracle_Sales_Cloud_Release_8_Whats_New.pdf

QUESTION 2

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition?

- A. There is no need to set any profile option
- B. Customer Type for auxiliary dimension needs to be set to Customer Type
- C. Customer Account for auxiliary dimension needs to be set to Customer Type
- D. Customer Class for auxiliary dimension needs to be set to Customer Class
- E. Classification Category for auxiliary dimension needs to be set to Classification Category

Correct Answer: E

QUESTION 3

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

- A. You enable the currencies you need when you create your implementation project.
- B. You disable the currencies you do not need in Manage Currencies.
- C. You enable the currencies you need when you create the Master Geography.
- D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up-multiplecurrencies.html#OASAL1454444>

QUESTION 4

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system. Which step is necessary before the opportunity data can be imported?

- A. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.
- B. Navigate to the Application Composer and click the Generate button in the Import and Export section.
- C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.
- D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.
- E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: D

QUESTION 5

You have created recurring revenue schedules for your opportunity products to manage your subscription sales.

Which four statements are correct with respect to recurring opportunities? (Choose four.)

- A. Create recurring schedules to occur at the frequency of your choice (such as weekly, monthly, quarterly, or annually) for product amounts and quantities.
- B. You can't adjust quantity or amounts for transactions in the schedule, or modify the schedule.
- C. Enable additional sets of standard fields of configure pre-defined extension fields for recurring transactions.
- D. Import or update recurring transactions using import or Web services.
- E. Add one-time setup or installation fees.

Correct Answer: ACDE

Reference

http://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r10/R10_Sales_RCD/R10_Sales_RCD.htm

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